

## **AIR FORCE CONTRACTING -- FY96**

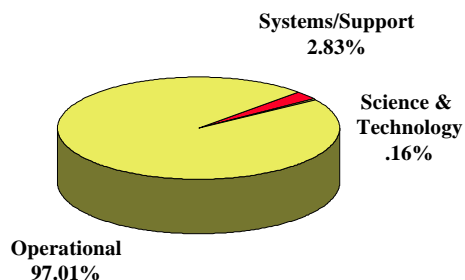
**This summary provides a brief overview of our FY96 operations with data drawn from management data systems within DoD and the Air Force. We hope you find this reference useful as we lean forward to meet tomorrow's challenges and opportunities. Key Air Force Contracting metric trends include:**

- Last 3 years' obligated dollars remained relatively steady (p 14&15); FY96, \$41.3B**
- Empowered government customers continued to purchase their noncomplex requirements under \$2500 via credit card (p 15)**
- GAO protests down over 50% from FY93 (p 21); Due mainly to open debriefing policy**
- ASBCA cases down over 52% from FY92 (p 22)**
- Congressional/White House Inquiries decreased over 41% from FY93 (p 20); Contributors: openness with industry and well-staffed replies**
- 97.1% of all actions competed (p 23); Relatively constant over the years**
- \$5 billion in small business awards [17.8% of total obligations] (p 25); Increasing over last 5 years**
- Top 3 Air Force Contractors: (1) Lockheed Martin Corp., (2) McDonnell Douglas Corp., and (3) The Boeing Company (p 17)**
- Top 5 States: (1) California, (2) Texas, (3) Florida, (4) Missouri, and (5) Georgia (p 19)**

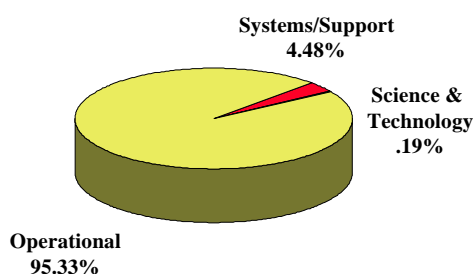
## AIR FORCE CONTRACTING ACTIONS

<u>ACTIONS (THOUSANDS)</u>	<u>FY95</u>	<u>FY96</u>
SYSTEMS/SUPPORT	72	95
SCIENCE & TECHNOLOGY	4	4
OPERATIONAL	<u>2,470</u>	<u>2,021</u>
<b>TOTAL</b>	<b>2,546</b>	<b>2,120</b>

**FY95**



**FY96**



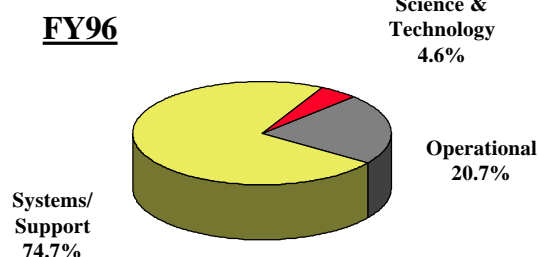
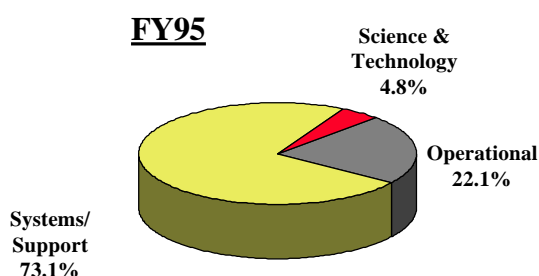
## AIR FORCE CONTRACTING ACTIONS BY COMMAND (THOUSANDS) (Exclusive of IMPAC Actions)

<u>ACTIVITY</u>	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>	<u>FY96</u>
ACC	1,076.1	953.9	713.2	673.4	488.8
AFMC	604.6	698.6	604.8	547.5	479.2
AMC	490.4	403.1	356.0	312.2	226.9
AETC	249.0	246.4	305.4	273.1	280.7
PACAF	207.7	204.0	267.0	263.0	215.9
USAFE	263.5	237.5	201.4	182.2	162.2
AFRES	34.1	31.0	41.0	46.8	50.8
USAFA	64.9	46.0	56.6	50.9	50.9
AFSPC	83.4	85.1	126.7	137.5	118.8
11WG	61.6	70.7	62.3	21.2	14.7
AFSOC		31.6	35.6	37.7	31.5
<b>TOTAL</b>	<b>3,135.3</b>	<b>3,007.9</b>	<b>2,770.0</b>	<b>2,545.5</b>	<b>2,120.4</b>

Source: SAF/AQCI: Using the Air Force Contract Reporting System (J001) and SAF/AQCO

## AIR FORCE CONTRACTING DOLLARS

<u>DOLLARS (BILLIONS)</u>	<u>FY95</u>	<u>FY96</u>
SYSTEMS/SUPPORT	\$28.8	\$30.7
SCIENCE & TECHNOLOGY	1.9	1.9
OPERATIONAL	8.7	8.5
<b>TOTAL</b>	<b>\$39.4</b>	<b>\$41.1</b>



## AIR FORCE CONTRACTING DOLLARS OBLIGATED BY COMMAND (MILLIONS) (Exclusive of IMPAC Actions)

ACTIVITY	FY92	FY93	FY94	FY95	FY96
ACC	\$1,629.4	\$1,506.5	\$1,250.7	\$1,338.0	\$1,290.4
AFMC	33,737.9	37,181.0	35,033.9	32,349.2	34,322.4
AMC	1,356.5	1,298.1	1,420.8	1,322.3	1,329.0
AETC	908.0	935.4	1,084.4	1,120.5	1,029.3
PACAF	1,028.9	1,117.8	1,058.9	1,048.9	952.5
USAFE	564.2	421.0	472.0	549.2	483.6
AFRES	66.6	104.8	123.3	122.8	109.9
USAF A	79.7	91.3	107.5	102.7	111.8
AFSPC	997.4	1,099.1	1,136.1	1,252.9	1,279.7
11WG	253.2	253.1	242.0	163.1	172.2
AFSOC		40.5	50.3	60.0	51.5
<b>TOTAL</b>	<b>\$40,621.8</b>	<b>\$44,048.6</b>	<b>\$41,979.9</b>	<b>\$39,429.6</b>	<b>\$41,132.3</b>

Source: SAF/AQCI: Using the Air Force Contract Reporting System (J001) and SAF/AQCO

### AIR FORCE IMPAC\* ACTIONS BY COMMAND(THOUSANDS)

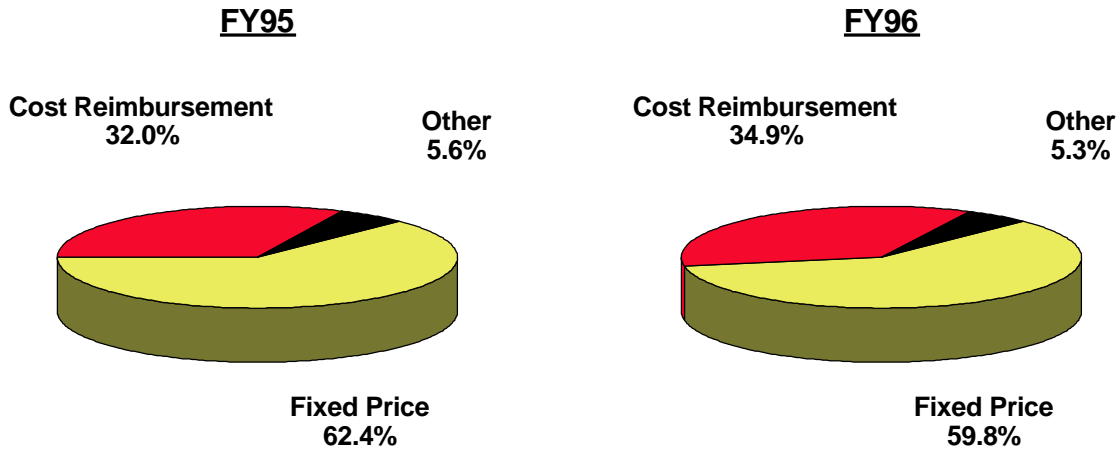
<u>ACTIVITY</u>	<u>FY95</u>	<u>FY96</u>
ACC	78.7	146.2
AFMC	78.1	160.0
AMC	56.7	99.7
AETC	37.2	95.6
PACAF	33.8	51.4
USAFE	0.6	8.9
AFRES	8.3	14.2
USAFA	6.2	8.4
AFSPC	16.5	27.1
11WG	4.4	9.2
AFSOC	2.2	7.5
<b>TOTAL</b>	<b>322.7</b>	<b>628.2</b>

### AIR FORCE IMPAC\* DOLLARS BY COMMAND(MILLIONS)

<u>ACTIVITY</u>	<u>FY95</u>	<u>FY96</u>
ACC	\$28.5	\$54.4
AFMC	36.8	73.6
AMC	23.0	42.4
AETC	11.7	29.0
PACAF	12.3	20.1
USAFE	0.3	4.4
AFRES	1.9	3.4
USAFA	2.4	3.3
AFSPC	6.4	10.6
11WG	2.5	6.1
AFSOC	1.0	2.5
<b>TOTAL</b>	<b>\$126.8</b>	<b>\$249.8</b>

\* Note: IMPAC is the International Merchants Purchase Authorization Card, a "Credit Card."

# AIR FORCE OBLIGATIONS BY CONTRACT TYPE\*



	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>	<u>FY96</u>
<b><u>TOTAL DOLLARS (MILLIONS)</u></b>	\$35,216.7	\$36,542.5	\$36,470.7	\$31,215.4	\$32,388.9
<b><u>FIXED PRICE (TOTAL)</u></b>	\$23,142.7	\$23,621.6	\$23,758.8	\$19,480.3	\$19,376.6
- FIXED-PRICE REDETERMINATION	\$27.1	\$47.9	\$257.6	\$52.4	\$193.0
- FIRM-FIXED-PRICE	\$14,674.9	\$15,665.9	\$14,249.5	\$14,728.3	\$17,543.0
- FIXED-PRICE EPA	\$1,133.4	\$766.7	\$559.6	\$569.8	\$750.5
- FIXED-PRICE INCENTIVE	\$7,307.3	\$7,141.0	\$8,692.1	\$4,129.8	\$890.1
- FIXED PRICE (PERCENT OF TOTAL)	65.7%	64.6%	65.1%	62.4%	59.8%
<b><u>COST REIMBURSEMENT (TOTAL)</u></b>	\$10,384.1	\$10,992.6	\$10,852.7	\$9,993.2	\$11,288.4
- COST-PLUS-AWARD-FEE	\$3,956.4	\$4,401.8	\$5,062.0	\$6,034.3	\$7,547.2
- COST	\$1,161.0	\$1,210.9	\$1,141.6	\$1,122.2	\$897.5
- COST-SHARING	\$71.4	\$61.4	\$44.4	\$66.7	\$49.6
- COST-PLUS-FIXED-FEE	\$3,187.2	\$3,734.1	\$3,014.9	\$1,963.5	\$2,021.8
- COST-PLUS-INCENTIVE-FEE	\$2,008.1	\$1,584.3	\$1,589.8	\$806.5	\$772.3
- COST REIMB (PERCENT OF TOTAL )	29.5%	30.1%	29.8%	32.0%	34.9%
<b><u>OTHER (TOTAL)</u></b>	\$1,689.9	\$1,928.4	\$1,859.2	\$1,741.8	\$1,723.9
- TIME AND MATERIAL	\$1,425.7	\$1,443.6	\$1,439.3	\$1,483.2	\$1,424.2
- LABOR HOUR	\$264.1	\$484.8	\$419.9	\$258.6	\$299.7
- OTHER (PERCENT OF TOTAL)	4.8%	5.3%	5.1%	5.6%	5.3%

\* Actions of \$25,000 or more excluding GSA Schedules, FMS and awards to other Federal Agencies

Source: SAF/AQCI: Using the Air Force  
Contract Reporting System (J001)

# TOP 20 AIR FORCE CONTRACTORS\* - FY 96

FY 96 DOLLARS  
OBLIGATED (000)

1. LOCKHEED MARTIN CORPORATION	\$7,344,227
2. MCDONNELL DOUGLAS CORPORATION	5,691,837
3. THE BOEING COMPANY	2,138,200
4. UNITED TECHNOLOGIES CORPORATION	1,598,095
5. NORTHROP GRUMMAN CORPORATION	1,581,134
6. GENERAL MOTORS CORPORATION	1,070,499
7. RAYTHEON COMPANY	757,596
8. GENERAL ELECTRIC COMPANY	507,592
9. TRW INC	354,950
10. MASSACHUSETTS INSTITUTE OF TECHNOLOGY	311,774
11. WORLD CORP INC	270,884
12. INTERNATIONAL BUSINESS MACHINES CORP	439,285
13. COMPUTER SCIENCES CORPORATION	264,547
14. SCIENCE APPLICATIONS INTL CORPORATION	251,463
15. FEDERAL EXPRESS CORPORATION	239,300
16. ITT INDUSTRIES INC	224,172
17. GTE CORPORATION	214,757
18. MITRE CORPORATION	203,635
19. THE SVERDRUP CORPORATION	200,048
20. TEXTRON INC	192,799

\*Listing may not reflect all changes in corporate structures and ranking changes resulting from mergers and acquisitions

Source: Washington  
Headquarters Service

## TOP 20 FOREIGN COUNTRIES\* - FY 96

	NUMBER OF CONTRACTUAL <u>ACTIONS (OVER \$25,000)</u>	FY 96 DOLLARS <u>OBLIGATED (000)</u>
1. JAPAN	1,042	\$ 458,233
2. GERMANY	1,179	215,893
3. SAUDI ARABIA	136	115,035
4. TURKEY	129	88,365
5. GREENLAND	38	51,555
6. ISRAEL	55	51,316
7. CANADA	138	48,557
8. KOREA	86	32,369
9. UNITED KINGDOM	170	24,868
10. OMAN	3	21,342
11. PORTUGAL	113	19,155
12. ITALY	161	18,188
13. EGYPT	23	17,711
14. SPAIN	49	17,159
15. DENMARK	10	10,999
16. PANAMA	87	10,353
17. COLOMBIA	11	7,635
18. NETHERLANDS	31	6,469
19. NORWAY	6	4,682
20. FRANCE	9	3,806

\* Listing reflects principal place of contract performance

Source: SAF/AQCI: Using the  
Air Force Contract  
Reporting System (J001)

## TOP 20 STATES\* - FY 96

	NUMBER OF CONTRACTUAL <u>ACTIONS (OVER \$25,000)</u>	FY 96 DOLLARS <u>OBLIGATED (000)</u>
1. CALIFORNIA	8,229	\$ 8,377,380
2. TEXAS	5,268	3,522,065
3. FLORIDA	3,477	3,062,025
4. MISSOURI	891	2,900,958
5. GEORGIA	1,440	2,838,211
6. OHIO	3,976	1,505,288
7. COLORADO	1,726	1,486,522
8. MASSACHUSETTS	2,262	1,387,786
9. VIRGINIA	4,032	1,054,377
10. WASHINGTON	1,054	1,002,885
11. NEW YORK	1,919	783,488
12. MARYLAND	1,771	707,727
13. ARIZONA	1,179	659,505
14. TENNESSEE	809	517,689
15. OKLAHOMA	1,126	396,023
16. KANSAS	409	386,102
17. PENNSYLVANIA	754	366,378
18. NEW MEXICO	1,230	318,926
19. NEW JERSEY	761	304,470
20. CONNECTICUT	724	246,805

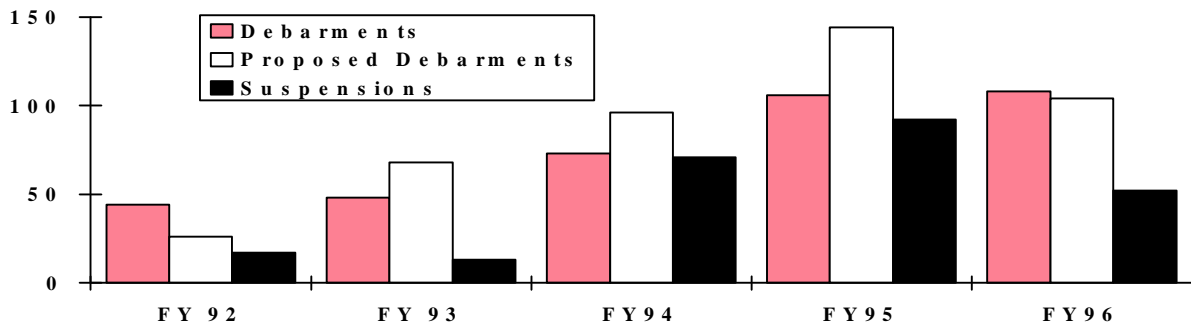
\*Listing reflects principal place of contract performance

SAF/AQCI: Using the Air Force Contract  
Reporting System (J001)



## AIR FORCE DEBARMENTS & SUSPENSIONS

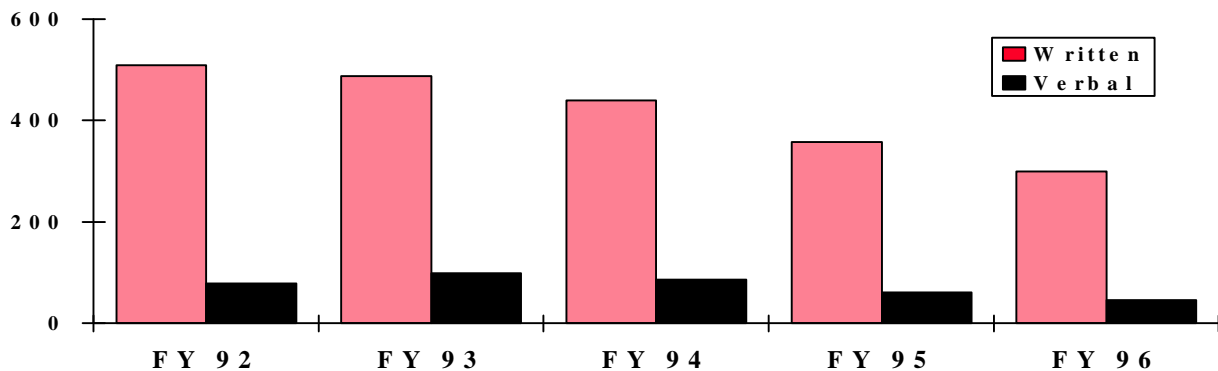
<u>Number Processed</u>	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>	<u>FY96</u>
Debarments	44	48	73	106	108
Proposed Debarments	26	68	96	144	104
Suspensions	<u>17</u>	<u>13</u>	<u>71</u>	<u>92</u>	<u>52</u>
Total	87	129	240	342	264



Source: SAF/GCR

## AIR FORCE CONGRESSIONAL/WHITE HOUSE INQUIRIES

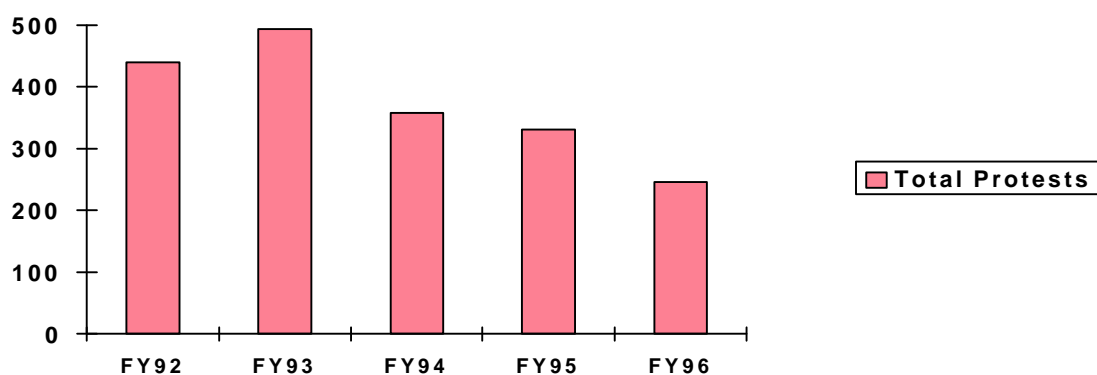
<u>Inquiries Received</u>	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>	<u>FY96</u>
Written	510	488	440	357	300
Verbal	<u>79</u>	<u>99</u>	<u>86</u>	<u>61</u>	<u>46</u>
Total	589	587	526	418	346



Source: SAF/AQCX

## AIR FORCE GAO PROTESTS

	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>	<u>FY96</u>
Total Protests <u>Received</u>	440	493	358	331	246
Protests <u>Decided*</u>	433	532	346	330	268
Sustained	16 (4%)	8 (2%)	4 (1%)	7(2%)	3(1%)
Denied/Dismissed	309	392	232	234	201
Withdrawn	108	132	110	89	64
Corrective Action	18	33	52	39	41
*Reflects decisions on protests carried over from the previous year				Source: SAF/AQCX	



## AIR FORCE GAO PROTESTS BY MAJCOM

MAJCOM	FY92	FY93	FY94	FY95	FY96
AFMC	204	235	190	170	122
AETC	44	35	32	40	27
AMC	37	34	20	22	20
ACC	62	83	42	50	31
PACAF	19	23	13	14	16
USAFE	33	1	0	1	1
AFSPC	24	18	36	15	19
OTHER*	17	64	24	19	10
<b>TOTAL</b>	<b>440</b>	<b>493</b>	<b>358</b>	<b>331</b>	<b>246</b>

\*Other Includes: USAFA, AFSOC, AFRES, AF SVCS, NAF, and 11 WG

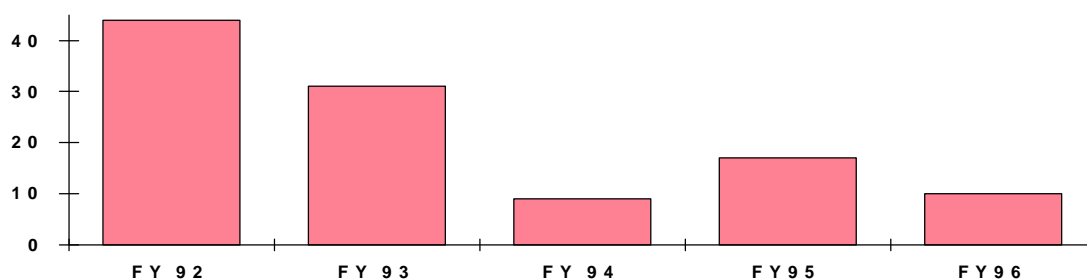
Source: SAF/AQCX

## AIR FORCE GSBKA PROTESTS

	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>	<u>FY96</u>
Total Protests <u>Received</u>	44	31	9	17	10
Protests <u>Decided</u>	36	31	9	16	11
Sustained	14	6	3	5	1
GSBCA	5	1	1	2	1
USAF	9	5	2	3	0
Denied/Dismissed	11	21	5	8	7
Sustained/Denied				0	1
Withdrawn	11	4	1	2	0
Denied/Withdrawn				1	2

Total Protests Received

Source: SAF/GCQ

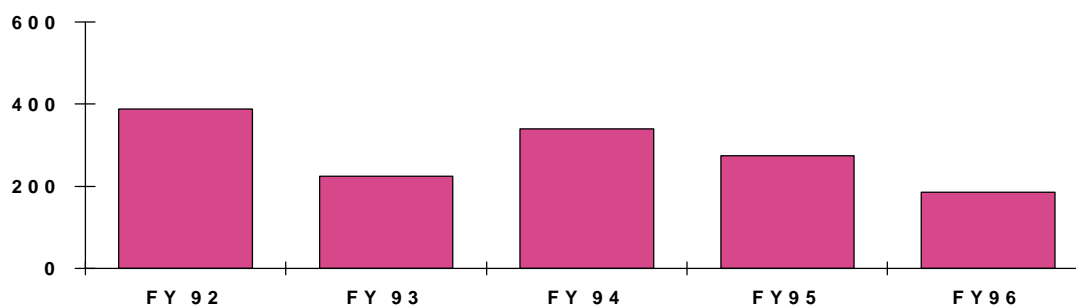


## AIR FORCE ASBCA CASES

	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>	<u>FY96</u>
New Appeals Received	388	225	340	274	185
Resolved	427	350	367	291	305
Pending at Year End	557	432	405	388	368

Source: AFCLC/JAB

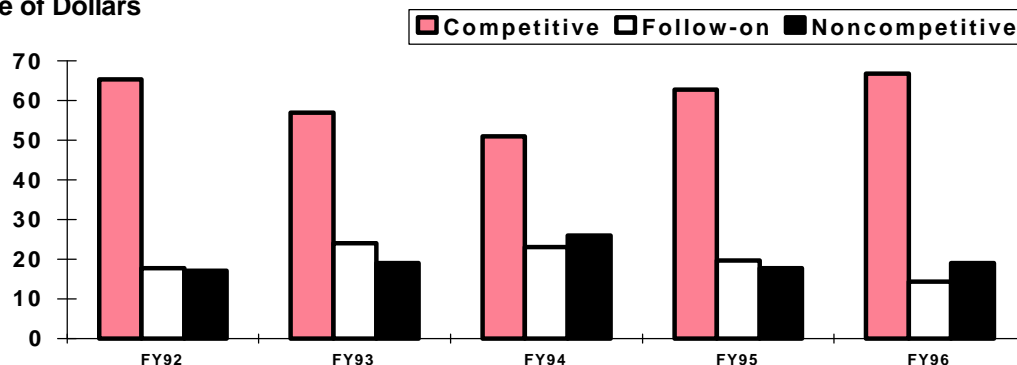
Number of New Cases Received



## AIR FORCE CONTRACT COMPETITION\* (DOLLARS)

	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>	<u>FY96</u>
<b>Total (Billions)</b>	<b>\$35.3</b>	<b>\$36.0</b>	<b>\$36.8</b>	<b>\$29.2</b>	<b>\$29.7</b>
<b>Competitive</b>	<b>65.3%</b>	<b>57.0%</b>	<b>51.0%</b>	<b>62.7%</b>	<b>66.8%</b>
<b>Follow-on</b>	<b>17.7%</b>	<b>24.0%</b>	<b>23.0%</b>	<b>19.7%</b>	<b>14.3%</b>
<b>Noncompetitive</b>	<b>17.0%</b>	<b>19.0%</b>	<b>26.0%</b>	<b>17.6%</b>	<b>18.9%</b>

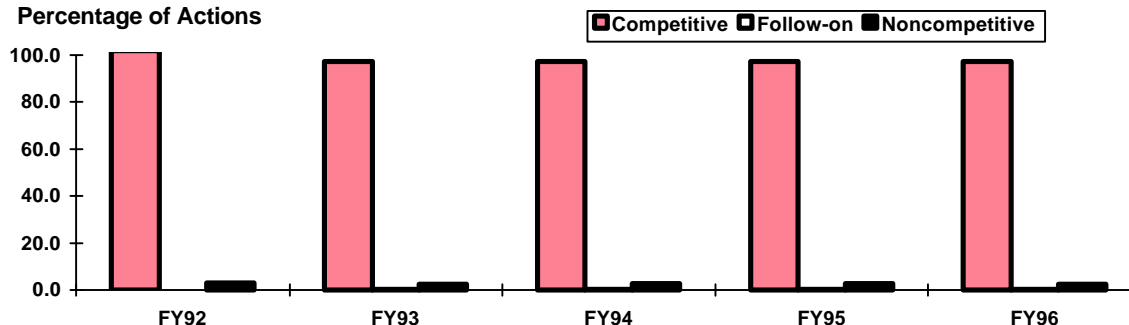
Percentage of Dollars



## AIR FORCE CONTRACT COMPETITION\* (ACTIONS)

	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>	<u>FY96</u>
<b>Total Actions (Millions)</b>	<b>2.9573</b>	<b>2.5706</b>	<b>2.2400</b>	<b>2.0374</b>	<b>1.5778</b>
<b>Competitive</b>	<b>97.37%</b>	<b>97.20%</b>	<b>97.30%</b>	<b>97.38%</b>	<b>97.11%</b>
<b>Follow-on</b>	<b>0.12%</b>	<b>0.10%</b>	<b>0.10%</b>	<b>0.23%</b>	<b>0.16%</b>
<b>Noncompetitive</b>	<b>2.51%</b>	<b>2.70%</b>	<b>2.60%</b>	<b>2.39%</b>	<b>2.73%</b>

Percentage of Actions



\* Excludes awards to: Single Supplier Utilities, Qualified Nonprofit Agencies for the Blind or Severely Disabled, Single Source 8(a), Foreign Military Sales, International Agreements, Credit Card transactions, Federal Agencies and other misc. exceptions.

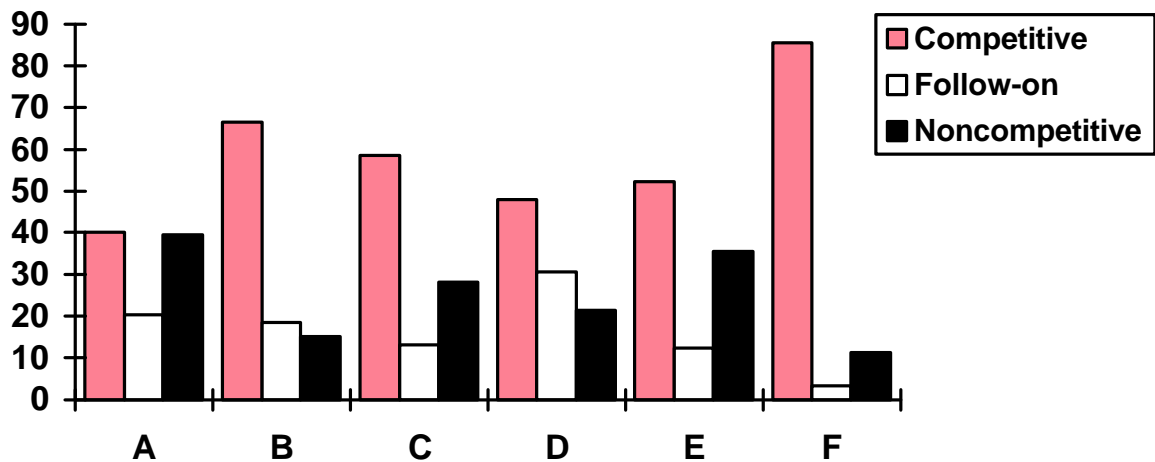
Source: SAF/AQCI, Using the Air Force Contract Reporting System (J001)

# AIR FORCE COMPETITION BY COMMODITY

## CATEGORY - FY96\*

<u>CATEGORY</u>	<u>Total Dollars (Billions)</u>	<u>% of Total Dollars</u>	<u>Competitive %</u>	<u>Follow-on %</u>	<u>Non- Competitive %</u>
A. AIRCRAFT ENGINES & SPARES	\$ 1.7	5.7	40.1	20.4	39.5
B. AIRFRAMES & SPARES	\$8.5	28.6	66.4	18.5	15.1
C. ELECTRONIC & COMMUNICATION EQUIPMENT	\$3.9	13.1	58.6	13.2	28.2
D. MISSILE & SPACE SYSTEMS	\$4.1	13.8	48.0	30.5	21.5
E. OTHER AIRCRAFT EQUIPMENT	\$1.6	5.4	52.2	12.3	35.5
F. ALL OTHER SUPPLIES & SERVICES	\$9.9	33.4	85.4	3.3	11.3
Total	\$29.7				

Percentage of FY96 Dollars Obligated

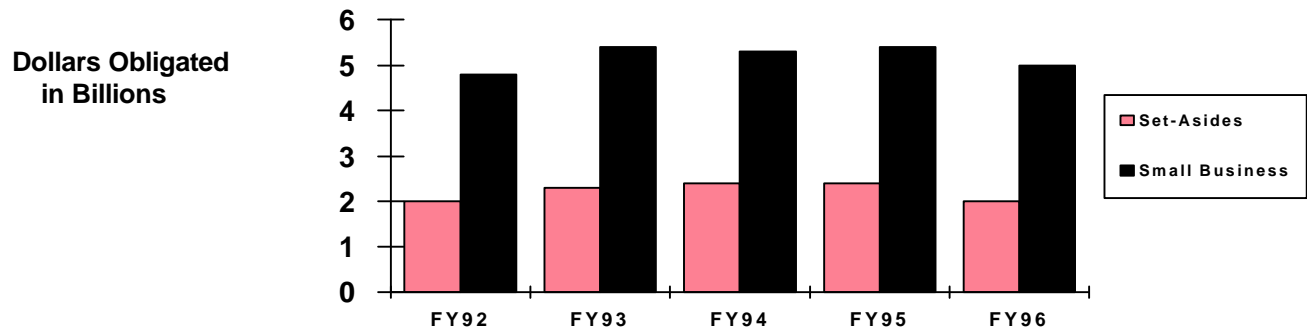


\* Excludes awards to: Single Supplier Utilities, Qualified Nonprofit Agencies for the Blind or Severely Disabled, Single Source 8(a), Foreign Military Sales, International Agreements, Credit Card transactions, Federal Agencies and other misc. exceptions

Source: SAF/AQCI, Using the Air Force Contract Reporting System (J001)

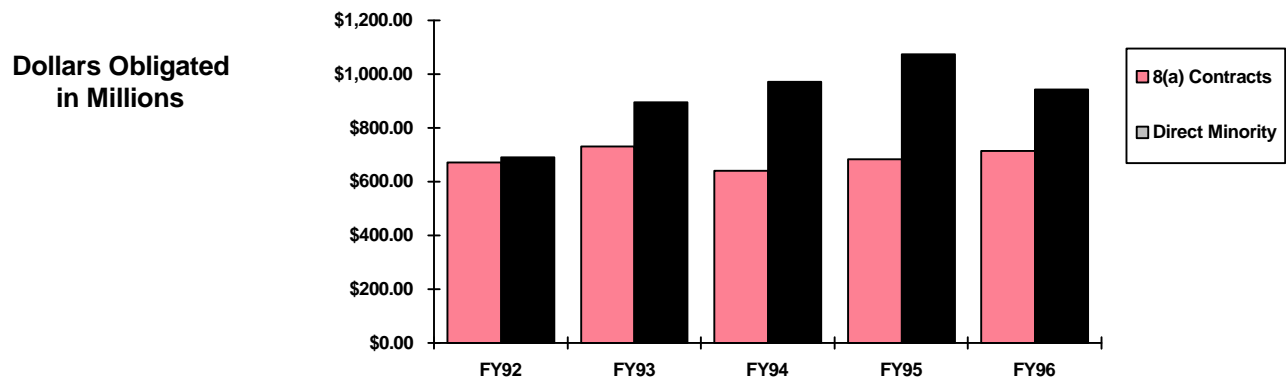
## AIR FORCE CONTRACT AWARDS TO SMALL BUSINESS

	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>	<u>FY96</u>
Awards to Small Business (Billions)	\$4.8	\$5.3	\$5.3	\$5.4	\$5.0
Percentage of Contract Dollars*	13.8%	15.2%	16.0%	17.9%	17.8%
Set-Asides (Billions)	\$2.0	\$2.3	\$2.4	\$2.4	\$2.0
Percentage for Set-Asides	5.8%	6.5%	7.2%	7.9%	7.1%



## AIR FORCE SMALL AND DISADVANTAGED CONTRACTING DOLLARS

	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>	<u>FY96</u>
8(a) Contracts (Millions)	\$670.7	\$730.0	\$640.1	\$682.5	\$713.7
Direct Minority (Millions) **	\$688.9	\$895.6	\$971.1	\$1,072.7	\$941.5
Total	\$1,359.6	\$1,625.6	\$1,611.2	\$1,755.2	\$1,655.2
Percentage of Total Dollars*	4.0%	4.6%	4.9%	5.8%	5.8%



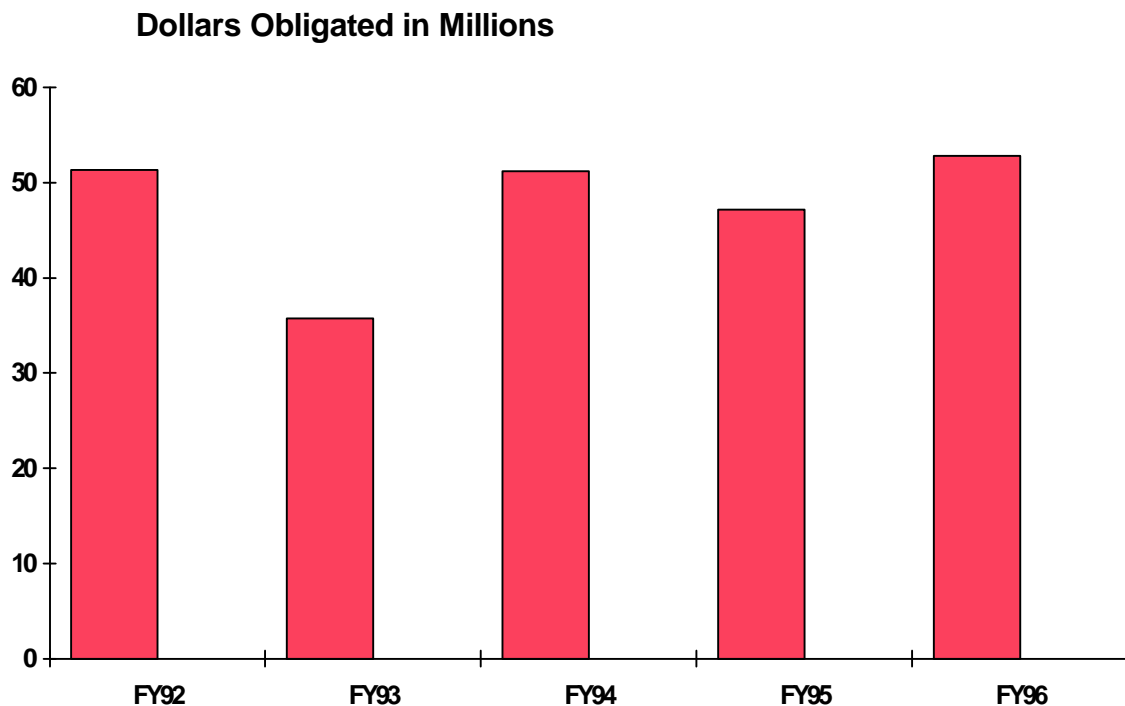
\* Baseline excludes amounts to firms for work outside USA, Intergovernmental/Foreign Military Sales, Educational and Nonprofit Organizations, Foreign concerns in the USA

\*\* Includes awards made to SDBs in unrestricted environment, through SDB Set-Aside, or with evaluation preference

Source: SAF/SB

## AIR FORCE JAVITS-WAGNER-O'DAY AWARDS TO BLIND AND SEVERELY DISABLED

	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>	<u>FY96</u>
<b>Actions</b>	<b>163</b>	<b>125</b>	<b>140</b>	<b>161</b>	<b>194</b>
<b>Dollars (Millions)</b>	<b>\$51.3</b>	<b>\$35.7</b>	<b>\$51.2</b>	<b>\$47.2</b>	<b>\$52.8</b>



Source: SAF/AQCI, Using the Air Force Contract  
Reporting System (J001)